

## JA Marketing Principles 1 Course Overview and Outline

*JA Marketing Principles 1*, a one-semester teacher-led course, introduces high school students to marketing and some basic marketing techniques.

Students will:

- Learn the necessary concepts applicable to state and national educational standards
- Apply these standards-based concepts to the real world
- Synthesize elective concepts through a cumulative, tangible deliverable (project)
- Analyze a business situation or principle through the use of a case study
- Demonstrate the skills necessary for future career pathway success



Volunteers engage with students through a variety of activities that includes subject matter guest speaking and coaching or advising for case study and project course work. Volunteer activities help students better understand the relationship between what they learn in school, their future career, and their successful participation in today's global economy.

The following pages outline the JA course plan.

Course Theme	Theme Topics	Project Topic
<b>Marketing is Everywhere</b>	1: What Is Marketing? 2: Communication Channels 3: Marketing Benefits 4: Ethics in Marketing	Brand Affinity: Students explore the purposes and features of marketing, product development, and customer service.
<b>Understanding the Consumer</b>	1: Consumer Decision Making 2: Market Segmentation 3: Influencing Consumer Behavior 4: Measuring and Adapting to Marketing Results	Brand Identity, Image and Positioning: Students learn how a brand's visual identity and positioning activities combine to form an image of the brand for its target market.
<b>The Marketing Mix</b>	1: The Marketing Mix: Product 2: The Marketing Mix: Place 3: The Marketing Mix: Price 4: The Marketing Mix: Promotion	Target Market Analysis: Students learn the importance of accurately targeting a market for their product or service and methodology for identifying and reaching their target markets.
<b>Marketing in the World</b>	1: Examining Your Current Market 2: Global Marketing 3: Stakeholders 4: Competitive Analysis	Brand Awareness and Affinity Study: Students learn the differences between brand awareness and brand affinity and how marketers build both through customer engagement.

For the guiding standards that are presented below, the legend for reference is as follows:  
**CCTC** – Common Career Technical Core; **NBEA** – National Business Education Association.

## THEME 1: MARKETING IS EVERYWHERE

Session	Session Description	Guiding Standards	Student Learning Objectives
<b>1: What Is Marketing?</b>	Students receive an introduction to the concept of marketing. They learn the seven marketing functions and how each supports and increases customer satisfaction and company profits.	<ul style="list-style-type: none"> <li>• CCTC–MK 1.5: Describe marketing’s role and function in business.</li> <li>• NBEA–Marketing I: Recognize the customer-oriented nature of marketing and analyze the impact of marketing activities on the individual, business, and society.</li> </ul>	<ol style="list-style-type: none"> <li>1. Demonstrate an understanding of the concept of marketing.</li> <li>2. Explain how marketing can be used to build customer relationships.</li> <li>3. Identify the seven marketing functions.</li> <li>4. Illustrate how each of the seven marketing functions can support customer satisfaction while generating a profit for the company.</li> </ol>
<b>2: Communication Channels</b>	Students explore the increasing number of marketing communication channels and develop targeted marketing messages designed for different channels.	<ul style="list-style-type: none"> <li>• CCTC–MK 9.2: Describe promotional channels used to communicate with targeted audiences.</li> <li>• NBEA–Marketing II: Analyze the characteristics, motivations, and behaviors of consumers.</li> <li>• NBEA–Marketing III: Analyze the influence of external factors on marketing.</li> <li>• NBEA–Fdtion of Comm I –Listen actively, use communication process, read and research information, and integrate technology to enhance communication effectiveness.</li> </ul>	<ol style="list-style-type: none"> <li>1. Explore the different marketing communication channels.</li> <li>2. Evaluate the appropriateness of a specific channel for a specific market.</li> <li>3. Determine the best communication channel to transmit a specific message effectively.</li> <li>4. Define market segmentation and describe how it is used.</li> <li>5. Analyze how demographics can be used to identify target markets.</li> <li>6. Create an effective message utilizing one of the channels of communications.</li> </ol>

## THEME 1: MARKETING IS EVERYWHERE (continued)

Session	Session Description	Guiding Standards	Student Learning Objectives
<b>3: Marketing Benefits</b>	Students explore how marketing benefits motivates purchase decisions.	<ul style="list-style-type: none"> <li>• CCTC–MK 1.5: Describe marketing’s role and function in business.</li> <li>• NBEA–Fdtions of Mkning I: Recognize the customer-oriented nature of marketing and analyze the impact of marketing activities on the individual, business, and society.</li> </ul>	<ol style="list-style-type: none"> <li>1. Compare and contrast the benefits of marketing to the company versus to the consumer.</li> <li>2. Investigate what motivates consumers to buy.</li> <li>3. Interpret Maslow’s Hierarchy of Needs.</li> <li>4. Create a jingle for a product that identifies with one of Maslow’s Hierarchy of Needs.</li> </ol>
<b>4: Ethics in Marketing</b>	Students explore the issues of ethics in marketing, including the differences between legal and ethical marketing and new types of marketing messages masquerading as content.	<ul style="list-style-type: none"> <li>• CCTC–MK 01.6: Apply ethical actions in obtaining and providing information to acquire the confidence of others.</li> <li>• NBEA–Marketing V: Ethics and Social Responsibility. Examine the role of ethics and social responsibility in decision-making.</li> </ul>	<ol style="list-style-type: none"> <li>1. Explain ethical behavior and its impact on marketing.</li> <li>2. Differentiate between legal versus ethical marketing practices.</li> <li>3. Recognize the role of the FTC in advertising practices.</li> <li>4. Demonstrate an understanding of claim validation.</li> <li>5. Differentiate sponsored content from other advertising.</li> <li>6. Write a sponsored story.</li> <li>7. Analyze ethical and unethical methods used by marketers to obtain and use customers’ personal information.</li> </ol>

## THEME 2: UNDERSTANDING THE CONSUMER

Session	Session Description	Guiding Standards	Student Learning Objectives
<b>1: Consumer Decision Making</b>	Students explore how consumers make buying decisions and how marketers tailor messages to take advantage of consumer behavior.	<ul style="list-style-type: none"> <li>• CCTC–MK-COM 3.3: Collect marketing information to ensure accuracy and adequacy of data for decision-making in marketing communications.</li> <li>• NBEA–Marketing I – Foundations of Marketing: Recognize the customer-oriented nature of marketing and analyze the impact of marketing activities on the individual, business, and society.</li> </ul>	<ol style="list-style-type: none"> <li>1. Describe how consumer differences shape wants and needs.</li> <li>2. Explain consumer-buying behavior.</li> <li>3. Evaluate the stages of the consumer-buying decision process.</li> <li>4. Compare actions of consumers at each stage in the decision process for a low- and a high-involvement product.</li> <li>5. Generate situations for a marketer and a consumer for each stage in the buying-decision process.</li> </ol>
<b>2: Market Segmentation</b>	Students explore the area of market segmentation, including how marketers target specific groups of customers.	<ul style="list-style-type: none"> <li>• CCTC–MK-RES 3.6: Manage marketing information to facilitate product/service management decisions.</li> <li>• NBEA–Marketing II: Consumers and their Behavior: Analyze the characteristics, motivations, and behaviors of consumers.</li> <li>• NBEA–Marketing III: External Factors: Analyze the influence of external factors on marketing.</li> </ul>	<ol style="list-style-type: none"> <li>1. Define market segmentation and describe how it is used.</li> <li>2. Describe market segments targeted by companies.</li> <li>3. Identify tools of market segmentation: demographics, psychographics, and geographics.</li> <li>4. Explain ways that segmentation can be used to identify target markets.</li> <li>5. Analyze the variables used to identify target markets (e.g., goals, buying habits, benefits sought).</li> </ol>

## THEME 2: UNDERSTANDING THE CONSUMER (continued)

Session	Session Description	Guiding Standards	Student Learning Objectives
<b>3: Influencing Consumer Behavior</b>	Students explore the impact of consumer behavior on the marketing process, including how consumer purchasing decisions are influenced by cultural, social, psychological, and personal differences.	<ul style="list-style-type: none"> <li>• CCTC–MK-SA 2.2: Acquire product knowledge to communicate product benefits and to ensure appropriateness of a product for the customer.</li> <li>• NBEA–Marketing II: Consumers and Their Behavior: Analyze the characteristics, motivations, and behaviors of consumers.</li> </ul>	<ol style="list-style-type: none"> <li>1. Describe the four main factors that influence consumer buying behavior, their significance, and how they affect promotional activity.</li> <li>2. Describe the characteristics of changing domestic and global populations using market segmentation tools.</li> <li>3. Develop a message (including a slogan) that generates a consumer need or desire to purchase a product/service.</li> </ol>
<b>4: Measuring and Adapting to Marketing Results</b>	Students explore the ways marketers develop and test their strategies and adapt them based on marketing results.	<ul style="list-style-type: none"> <li>• CCTC–MK-SAL 2.2: Acquire product knowledge to communicate product benefits and to ensure appropriateness of product for the customer.</li> <li>• CCTC–MK-SAL 2.4: Employ sales processes and techniques to enhance customer relationships and to increase the likelihood of making sales.</li> <li>• NBEA–Marketing II: Analyze the characteristics, motivations, and behaviors of consumers.</li> <li>• NBEA–Foundations of Marketing: Recognize the customer-oriented nature of marketing, and analyze the impact of marketing activities on the individual, business and society.</li> <li>• NBEA–Marketing VI: Analyze the role of marketing research in decision-making.</li> </ul>	<ol style="list-style-type: none"> <li>1. Discuss the reasons for conducting marketing research.</li> <li>2. Differentiate between primary and secondary sources of data and explain their use.</li> <li>3. Explain how marketers gather and use personal data.</li> </ol>

## THEME 3: THE MARKETING MIX

Session	Session Description	Guiding Standards	Student Learning Objectives
<b>1: The Marketing Mix: Product</b>	<p>Students learn about the mix of activities that make up marketing: Product, Place, Price, and Promotion. They focus on product and learn how marketing comes into play during the product development cycle.</p>	<ul style="list-style-type: none"> <li>• CCTC–MK 8.2: Generate product ideas to contribute to ongoing business success.</li> <li>• NBEA–MKT III – External Factors: Analyze the influence of external factors on marketing.</li> <li>• NBEA – MKT IV – The Marketing Mix: Analyze elements of the marketing mix, their interrelationships, and how they are used in the marketing process.</li> <li>• NBEA–MKT V. Marketing Research: Analyze the role of marketing research in decision-making.</li> </ul>	<ol style="list-style-type: none"> <li>1. Learn about the marketing mix of Product, Place, Price, and Promotion.</li> <li>2. Classify products into consumer categories.</li> <li>3. Identify and develop a new product with a unique value proposition.</li> <li>4. Analyze the target market's wants and needs of the product and recognize how this drives product development.</li> <li>5. Justify expectations for the new product's life cycle.</li> </ol>
<b>2: The Marketing Mix: Place</b>	<p>Students learn about distribution channels and the path a product takes from manufacturer to customer, including third-party intermediaries such as wholesalers, retailers, distributors, and e-commerce.</p>	<ul style="list-style-type: none"> <li>• CCTC–MMK-MGT 3.3: Utilize channel-management strategies to minimize costs.</li> <li>• NBEA–MKT III. External Factors: Analyze the influence of external factors on marketing.</li> <li>• NBEA–MKT IV. The Marketing Mix: Analyze the elements of the marketing mix, their interrelationships, and how they are used in the marketing process.</li> <li>• NBEA–MKT V. Marketing Research: Analyze the role of marketing research in decision-making.</li> </ul>	<ol style="list-style-type: none"> <li>1. Describe different locations for purchasing products.</li> <li>2. Differentiate among distribution channels such as retail, wholesale, warehouses, online, e-commerce, etc.</li> <li>3. Research the channels of distribution used to get product from manufacturer to consumer.</li> <li>4. Design a distribution channel to move the new product from manufacturer to final user.</li> <li>5. Develop ideas on accessing the right distribution channels. (Focus on purchasing at a particular place.)</li> </ol>

## THEME 3: THE MARKETING MIX (continued)

Session	Session Description	Guiding Standards	Student Learning Objectives
<b>3: The Marketing Mix: Price</b>	Students learn about pricing strategy and how to price products to match the amount customers are willing to pay. They learn the role of market research and the company's strategy and objectives on setting the right price.	<ul style="list-style-type: none"> <li>• CCTC–MK–MER 5.1: Employ pricing strategies to determine prices.</li> <li>• NBEA–MKT III. External Factors: Analyze the influence of external factors on marketing.</li> <li>• NBEA–MKT IV. The Marketing Mix: Analyze the elements of the marketing mix, their interrelationships, and how they are used in the marketing process.</li> <li>• NBEA–MKT V. Marketing Research: Analyze the role of marketing research in decision-making.</li> </ul>	<ol style="list-style-type: none"> <li>1. Explain the difference between cost and price.</li> <li>2. Research factors that contribute to the price of a product.</li> <li>3. Formulate pricing strategies for a new product.</li> <li>4. Generate questions and answers, and develop ideas on the best pricing for company and consumer.</li> </ol>
<b>4: The Marketing Mix: Promotion</b>	Students learn about the role of promotion as part of the marketing mix, to attract customers' attention and motivate them to purchase.	<ul style="list-style-type: none"> <li>• CCTC–MK4: Access, evaluate and disseminate marketing information to facilitate merchandising decisions and activities.</li> <li>• CCTC–MK–COM 5.10: Manage media planning and placement to enhance return on marketing investment.</li> <li>• NBEA–MKT III. External Factors: Analyze the influence of external factors on marketing.</li> <li>• NBEA–MKT IV. The Marketing Mix: Analyze the elements of the marketing mix, their interrelationships, and how they are used in the marketing process.</li> <li>• NBEA–MKT V. Marketing Research: Analyze the role of marketing research in decision-making.</li> </ul>	<ol style="list-style-type: none"> <li>1. Learn why companies engage in promotional activities.</li> <li>2. Identify various persuasive techniques (bandwagon, emotional appeal, etc.).</li> <li>3. Research ways promotion affects consumer purchases.</li> <li>4. Develop ideas about the best combination of promotional strategies for specific target markets, including social media, in-store, and coupons (focus on how to reach and time to reach target consumers).</li> </ol>

## THEME 4: MARKETING IN THE WORLD

Session	Session Description	Guiding Standards	Student Learning Objectives
<p><b>1: Examining Your Current Market</b></p>	<p>Students learn about the role of cultural differences in marketing and the importance of cultural etiquette and communication.</p>	<ul style="list-style-type: none"> <li>• CCTC–MK-RES 1.3: Understand the legal environmental and language factors of countries and cultural units involved in research activities.</li> <li>• NBEA–MKTG III. External Factors: Analyze the influence of external factors on marketing.</li> </ul>	<ol style="list-style-type: none"> <li>1. Learn the meaning of culture.</li> <li>2. Describe the components of culture.</li> <li>3. Analyze ways in which sociocultural factors affect domestic and international marketing.</li> <li>4. Analyze the influence of technology in reaching a global market with your message.</li> <li>5. Explore the experiences of a sociocultural group and develop methods of marketing products and services to that group.</li> </ol>
<p><b>2: Global Marketing</b></p>	<p>Students learn about the ways companies adjust their marketing strategies to comply with regulations and market conditions in other countries. Making global sales has become easier due to the Internet and means of transporting goods across borders.</p>	<ul style="list-style-type: none"> <li>• CCTC–MK-SAL 1.2: Employ marketing information to plan marketing activities.</li> <li>• NBEA–MKT III. Analyze the influence of external factors on marketing.</li> <li>• NBEA–MKT IV. The Marketing Mix Achievement Standard: Analyze the elements of the marketing mix, their interrelationships, and how they are used in the marketing process.</li> </ul>	<ol style="list-style-type: none"> <li>1. Define <i>global marketing</i>.</li> <li>2. Learn about global marketing strategies and the tools for creating them.</li> <li>3. Assess the role of technology in enabling companies to compete effectively.</li> <li>4. Examine companies with global marketing strategies and explain their benefits.</li> <li>5. Research components of a global marketing strategy.</li> <li>6. Identify a company that could benefit from global marketing and create a global marketing strategy for it.</li> </ol>



## THEME 4: MARKETING IN THE WORLD (continued)

Session	Session Description	Guiding Standards	Student Learning Objectives
<b>3: Global Stakeholders</b>	Students learn how stakeholders affect and are affected by a company's objectives.	<ul style="list-style-type: none"> <li>• CCTC–MK-COM 5.15: Utilize publicity/public-relations activities to create goodwill with stakeholders.</li> <li>• NBEA–MRKT III: External Factors: Analyze the influence of external factors on marketing.</li> </ul>	<ol style="list-style-type: none"> <li>1. Describe a stakeholder.</li> <li>2. Identify who the stakeholders are for a specific business.</li> <li>3. Compare and contrast types of stakeholders and their impact on business decisions.</li> <li>4. Determine the benefits of stakeholders.</li> <li>5. Develop a stakeholder engagement plan.</li> </ol>
<b>4: Competitive Analysis</b>	Students learn how companies analyze the differences and advantages of their market performance compared to their competitors and conduct competitive analysis themselves.	<ul style="list-style-type: none"> <li>• CCTC–MK-MGT 4.4: Apply marketing information to facilitate product/service management decisions.</li> <li>• NBEA–MRKT III. External Factors: Analyze the influence of external factors on marketing.</li> <li>• NBEA–MRKT III. External Factors: Compare and contrast marketing strategies of competitors in a single industry.</li> <li>• NBEA–MRKT III. External Factors: Identify the role of the market leader, challenger, follower, and nicher in an industry.</li> </ul>	<ol style="list-style-type: none"> <li>1. Describe an example of competition.</li> <li>2. Compare and contrast marketing strategies of competitors in a single industry.</li> <li>3. Identify the role of the market leader, challenger, follower, and nicher in an industry.</li> <li>4. Assess how a company's competition in an industry impacts its marketing strategy.</li> </ol>

### Case Study: Building a Brand

Students will discover the commonalities between personal identity and brand identity. They will learn and apply the steps for building a brand for a new company.